

Message Text

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41

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 TRSE-00 CIAE-00 INR-05

NSAE-00 RSC-01 SP-02 L-02 SS-15 PM-03 OPIC-03 OMB-01

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P R 031616Z DEC 74

FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC PRIORITY 101

INFO AMEMBASSY BRUSSELS

AMEMBASSY THE HAGUE

AMEMBASSY OSLO

AMEMBASSY PARIS

AMEMBASSY STOCKHOLM

SECDEF WASHDC PRIORITY

USMISSION NATO

USCINCEUR

USNMR SHAPE

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E.O. 11652 N/A

TAGS: MASS, DA

SUBJECT: F-104 REPLACEMENT: VISIT TO US ON INDUSTRIAL
PARTICIPATION QUESTION

1. STEEN-PETERSEN OF FEDERATION OF DANISH INDUSTRIES
WHO IS COORDINATOR FOR DANISH INDUSTRY
PARTICIPATION DISCUSSION,
INFORMED ECON COUNSELOR THAT AGREEMENT HAS BEEN
REACHED WITH BOTH GENERAL DYNAMICS AND NORTHROP
FOR TEAM OF INDUSTRY REPRESENTATIVES FROM CON
SORTIUM COUNTRIES TO VISIT THEM IN US FOR
DISCUSSIONS ON PRINCIPLES TO BE USED IN DIVIDING
UP SUB-CONTRACTS AMONG EUROPEAN COUNTRIES AND
FIRMS POTENTIALLY PARTICIPATING IN LIGHTWEIGHT
FIGHTER PROJECT.

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2. PRESENTLY TWO REPRESENTATIVES EACH FROM DENMARK, NETHERLANDS AND NORWAY ARE COMMITTED TO TRIP. BELGIAN INDUSTRY IS HOLDOUT BUT ACCORDING TO STEEN-PETERSEN BELGIAN MINISTRY OF ECONOMIC AFFAIRS IS ATTEMPTING TO GET INDUSTRY TO CHANGE ITS MIND. IN ANY EVENT ARRANGEMENTS FOR MEETINGS ARE FIRM. EUROPEAN REPS WILL MEET WITH GENERAL DYNAMICS DECEMBER 7-12 AND WITH NORTHROP DECEMBER 12-17. RESPECTIVE ENGINE MANUFACTURERS FOR BOTH COMPANIES WILL ALSO BE AT THOSE MEETINGS.

3. PRINCIPLE PURPOSE OF MEETINGS ACCORDING TO STEEN-PETERSEN IS FOR EUROPEAN INDUSTRY REPS TO OBTAIN MORE PRECISE INFORMATION ON INDUSTRIAL REQUIREMENTS FOR YF-16 AND YF-17 PROJECTS AND IN TURN TO OUTLINE MORE PRECISELY CAPABILITIES OF EUROPEAN FIRMS INTEREST IN PARTICIPATION. STEEN-PETERSEN SAID THAT SERIOUS PROBLEMS OF UNDERSTANDING HAS BEEN DEVELOPING WITH US COMPANIES SENDING OUT GENERAL SPECIFICATION TO LARGE NUMBER OF COMPANIES IN FOUR CONSORTIUM COUNTRIES AND ASKING FOR PRELIMINARY PARTICIPATION COMMITMENTS. IN SOME CASES COMPANIES ARE NOT INTERESTED IN OTHER COMPANIES REALLY DO NOT HAVE CAPABILITIES FOR MANUFACTURE OF SUCH COMPONENTS. ADDITIONAL PROBLEMS IS THAT OF FAIR DIVISION OF OFFSET AMONG CONSORTIUM COUNTRIES. AT THESE MEETINGS CONSORTIUM INDUSTRY REPS PLAN TO IDENTIFY MORE CLEARLY THE AGREED VIEWS AMONG THEM REGARDING WHICH FIRMS IN WHICH COUNTRIES CAN BEST MANUFACTURE COMPONENTS. PRINCIPAL EMPHASIS WILL BE ON AVIONICS ASPECTS.

4. STEEN-PETERSEN SAID TEAM WOULD WILLINGLY CONSIDER ANY SUGGESTIONS TO VISIT WASHINGTON FOR DISCUSSIONS WITH US GOVERNMENT OFFICIALS FOLLOWING THEIR CONSULTATIONS WITH US INDUSTRY IF THIS WERE DESIRED.

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5. ACTION REQUESTED: IF WASHINGTON CONSULTATIONS ARE DESIRED BY INTERESTED GOVERNMENT AGENCIES, WE WOULD BE PLEASE TO PASS SUGGESTION TO STEEN-PETERSEN. IN VIEW OF SHORTAGE OF TIME DEPARTMENT MIGHT ALTERNATIVELY FIND IT ADVISEABLE TO INFORM CONSORTIUM INDUSTRY TEAM THROUGH GENERAL DYNAMICS OR NORTHROP.

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